

Message Text

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TAGS: BEXP, LE

SUBJ: SCIENTIFIC INSTRUMENTATION EXHIBITION, AUB

BEIRUT FOR LE FEAVER

REF: (A) BEIRUT 11729; (B) BEIRUT 11732; (C) HEARN/

LEFEAVER TELCON 10/24/73

A. ALL PARTICIPATING FIRMS INFORMED OF AGREED DECISION
REF (C) PROCEED WITH SHOW AS SCHEDULED AND TOLD MUST USE
AIR FREIGHT FOR EXHIBIT MATERIALS. ALL PARTICIPANTS
REMAIN IN PLACE. TOTAL PARTICIPATION 15 FIRMS FOR 13
BOOTHES. CHECKS AND PAS RECEIVED AND MATERIALS NOW ALL
FORWARDED BEIRUT FOR PARTICIPATING FIRMS 1-11 BELOW.
PROJECTS BEIRUT HANDLING FROM THAT END PARTICIPANTS IN
ITEM 12 BELOW. RE PACKARD INSTRUMENT COMPANY REPRESENTATION BY C.E. MACRIDIS (ALSO REP FOR PERKIN ELMER),
PACKARD INSISTS IT HAS NO FORMAL AGREEMENT WITH MACRIDIS
AND WILL BE SEEKING REPRESENTATION AS ONE OBJECTIVE
PARTICIPATION. FOLLOWING IS COMPLETE PARTICIPANT LIST:

1. BARNSTEAD COMPANY: AGENT SCIENTIFIC AND

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TECHNICAL SUPPLIES EST.--WATER PURIFICATION EQUIP-

MENT FOR RESEARCH AND LABORATORY APPLICATIONS.

2. BECKMAN INSTRUMENTS: AGENT BECKMAN INSTRUMENTS INTERNATIONAL, S.A.--ANALYTICAL INSTRUMENTATION FOR SCIENTIFIC AND MEDICAL RESEARCH.

3. DUPPNT SORVALL: AGENT EASTERN SCIENTIFIC--SUBTRAFUGES--ENVIRONMENTAL LABORATORY EQUIPMENT.

4. HELENA LABORATORIES EXPORT, INC.: NTN--MEDICAL LABORATORY EQUIPMENT--ELECTROPHORESIS AND PENSITOMETRY--QUICK SCAN COMPUTER AND SUPPLIES.

5. LEEDS AND NORTHRUP: AGENT SCIENTIFIC INSTRUMENTS--RESEARCH ELECTRICAL MEASURING INSTRUMENTS FOR LABORATORY AND INDUSTRIAL APPLICATIONS--PH, RESISTANCE, VOLTAGE, AND TEMPERATURE MEASUREMENT.

6. NATIONAL APPLIANCE COMPANY: NTM--LABORATORY EQUIPMENT: INCUBATORS--WALK-IN ENVIRONMENTAL ROOMS--AUTOCLAVES--ACCESSORY LABORATORY EQUIPMENT.

7. ORION RESEARCH: NTM--CHEMICAL FLOW AND MEASUREMENT EQUIPMENT.

8. PACKARD INSTRUMENT COMPANY, INC.: NTM--LIFE SCIENCE INSTRUMENTATION--COUNTING SYSTEMS AND GAMMA COUNTING SYSTEMS FOR APPLICATION IN RADIO-IMUNOASSY TECHNIQUES.

9. PERKINS ELMER CORPORATION: AGENT C.E. MACRIDIS--GAS CHROMATOGRAPH--ATOMIC ABSORPTION SPECTROMETER--INFRARED SPECTROPHOTOMETER.

10. SOILTEST, INC.: AGENT TRADING AND CONTRACTING COMPANY--FIELD AND LABORATORY ENGINEERING TEST EQUIPMENT.

11. TRACOR NORTHERN: AGENT DR. S.M. HANZEH--P.O. BOX 801, TRIPOLI--N.S. #700 PULSE/HEIGHT ANALYZER FOR GAMMA AND X-RAY
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SPECTROSCOPY--TRACORS ULTRA-SENSITIVE GAS CHROMATOGRAPH.

12. TEKTRONIX-FORMAEX-PHOTO RESEARCH-SPEX INDUSTRY: AGENT PROJECTS--SEE AGENT FOR EQUIPMENT TO BE EXHIBITED.

B. TEKTRONIX, FORMAEX, AND PHOTO RESEARCH (REF A)

INFORMED OF THEIR \$125 SHARE OF PARTICIPATION FEE AND AGREE WILL SEND MONEY TO PROJECTS. PROJECTS SHOULD CONTACT ROGER P. MAIN, GENERAL MANAGER FOR SPEX INDUSTRIES IN WEST GERMANY, FOR SPEX SHARE OF FEE. AFTER DISCUSSION OF ISSUE MULTI-ACCOUNT AGENTS AND PARTICIPATION FEES, THIS OFFICE CONCURS WITH ARRANGEMENT MADE WITH PROJECTS. FEE SPLIT COULD VARY DEPENDING ON ARRANGEMENT BETWEEN AGENT AND PRINCIPAL; AGREE, HOWEVER, THAT THE PRINCIPAL IN ALL CASES SHOULD BE MADE AWARE OF COST OF BOOTH AND HOW MANY PRINCIPALS REPRESENTED THEREIN.

C. INITIALLY FOUND LITTLE ENTHUSIASM AMONG PARTICIPANTS TO TAKE PART IN SYMPOSIUM. IN CANVAS OCTOBER 25 ONLY ORION RESEARCH INDICATED WOULD HAVE PAPER TO PRESENT. SUGGEST LOCAL AGENTS BE ENCOURAGED MAKE REQUESTS DIRECT TO PRINCIPALS URGING PARTICIPATION AND GIVING SUGGESTIONS RE PRESENTATION.

D. APPRECIATE AVAILABLE INFORMATION ON CONTENT EXHIBITIONS OF OTHER NATIONALS.

E. WILL CABLE ASAP EXHIBITOR DIRECTORY PAGES, ALSO COMPLETE LIST US REPRESENTATIVES WHO WILL ATTEND AND TITLE ORION SYMPOSIUM PAPER. KISSINGER

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